

Message Text

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ACTION PM-04

INFO OCT-01 EUR-12 ISO-00 CIAE-00 INR-07 NSAE-00 DODE-00

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TO SECSTATE WASHDC 6803

INFO USMISSION NATO BRUSSELS

AMEMBASSY BRUSSELS

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY THE HAGUE

AMEMBASSY ROME

AMEMBASSY MADRID

AMEMBASSY LISBON

AMEMBASSY OSLO

AMEMBASSY COPENHAGEN

AMEMBASSY ATHENS

AMEMBASSY ANKARA

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E.O. 11652: N/A

TAGS: MILI, ESTC, NATO, GW, MASS

SUBJECT: AMERICAN CORPORATE CONCERN OVER POSSIBLE
IMPACT OF HUMPHREY BILL

L. GOODYEAR AEROSPACE EUROPEAN DIRECTOR, GORDON SAYRE,
CALLED AT EMBASSY FEBRUARY 27 TO EXPRESS CONCERN OVER
POSSIBLE IMPACT PASSAGE OF HUMPHREY BILL TO AMEND
FOREIGN MILITARY SALES (S. 2662) ON GOODYEAR PENDING
CONTRACT WITH FRG TO SUPPLY SOPHISTICATED SLAR (SIDE-
LOOKING AIRBORNE RADAR) SYSTEM TO LUFTWAFFE. SALE IS
DIRECT COMMERCIAL TRANSACTION WITH MOD AND IS NOT UNDER
FMS PROGRAM. SAYRE ADVISED THAT GOODYEAR EXPECTED
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BE ABLE SIGN CONTRACT SHORTLY AFTER FRG DEFENSE AND

BUDGET COUNCILS APPROVED PROPOSAL WHICH HE EXPECTS WILL TAKE PLACE AT MEETINGS BOTH COUNCILS HAVING ON MARCH 3L. SAYRE STATED THAT HE HAD BEEN ADVISED BY COMPANY HEADQUARTERS THAT CONGRESS LIKELY TO ACT ON S. 2662 DURING FIRST HALF OF APRIL, AND THAT PASSAGE LIKELY.

2. DESPITE FACT THAT SLAR IS NOT STRICTLY A WEAPONS SYSTEM, AND THAT CUSTOMER, FRG, IS SOLID NATO PARTNER FIRMLY COMMITTED TO ATLANTIC DEFENSE, SAYRE FELT THAT GOODYEAR PROPOSAL LIABLE TO RUN INTO DIFFICULTIES EVEN IF CONTRACT SIGNED PRIOR TO BILL'S ENACTMENT. SHOULD GOODYEAR, ONLY AMERICAN BIDDER FOR SLAR SYSTEM, BE UNABLE FULFILL CONTRACT, SAYRE FEELS OTHER POTENTIAL SUPPLIERS, NOTABLY FRANCE, WILL BE EAGER TO CAPITALIZE ON THIS LUCRATIVE PROJECT. SAYRE FURTHER CONCERNED THAT OTHER EVEN BIGGER MILITARY SALES WILL BE JEOPARDIZED SHOULD S. 2662 BE ENACTED.

3. WHILE WE FEEL THAT SAYRE PERHAPS OVERLY CONCERNED, AND THAT NATO ALIIES NOT LIKELY FEEL IMPACT OF S. 2662, EXCEPT FOR THE OBVIOUS IMPACT OF MAAG ELIMINATION, WHICH APPEARS FROM OUR READING DESIGNED PRIMARILY TO ESTABLISH GREATER CONGRESSIONAL CONTROL OVER ARMAMENTS SALES TO TRADITIONAL TROUBLE SPOTS, WE WOULD APPRECIATE DEPARTMENT GUIDANCE ON HANDLING QUERIES SUCH AS THIS IN FUTURE.
HILLENBRAND

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Message Attributes

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